



WWW.KRIEGDEVAULT.COM

October 14, 2013

Bryan S. Strawbridge  
Direct Dial: (317) 238-6313  
E-mail: bstrawbridge@kdlegal.com

**VIA EMAIL ONLY**

Kevin C. Tyra  
Jerry M. Padgett  
THE TYRA LAW FIRM, P.C.  
334 North Senate Avenue  
Indianapolis, IN 46204

**RE: *Merchant Capital, LLC and New Sunshine, LLC v. Melania Marks Skincare, LLC*, United States District Court, Southern District of Indiana, Case No. 1:13-cv-00873-JMS-DML, Defendant's Second Supplemental Document Production in Response to Plaintiffs' Request for Production**

Dear Counsel:

In response to your September 27, 2013 email wherein you set forth a series of documents previously withheld from production by Defendant Melania Marks Skincare, LLC ("Melania Marks") and challenged the assertion of privilege, enclosed please find Melania Marks' second supplemental production of documents in response to Plaintiffs' First Request for Production of Documents. All documents requested are attached to this email communication and are partially redacted wherein attorney work product is contained and are Bates stamped TRUMP009426 to TRUMP009505. Should you have any questions regarding the enclosed, please feel free to contact Tom Funk or me at your convenience. Thank you.

Sincerely,

Bryan S. Strawbridge

Enclosures

cc: Norman T. Funk (via e-mail)  
KD\_5693383\_1.DOCX



ONE INDIANA SQUARE, SUITE 2800, INDIANAPOLIS, IN 46204-2017 T 317.636.4341 F 317.636.1507

MERITAS LAW FIRMS WORLDWIDE

Document ID: 0.7.155.8647

From: Cathy Glosser </o=trump org/ou=first  
administrative group/cn=recipients/cn=cglosser>  
To: Amy Steinfeldt </o=trump  
org/ou=exchange administrative group  
(fydibohf23spdlt)/cn=recipients/cn=asteinfeldt>  
Cc:  
Bcc:  
Subject: FW: Melania skincare license draft  
Date: Thu Oct 04 2012 13:55:26 EDT  
Attachments: image002.png  
image004.jpg  
image005.jpg  
oledata.mso  
Skincare Royalty License Agreement v5 (NS 8.10.12)-\_\_-v6 (Trump 10.03.12).doc

---

[REDACTED]

Cathy Hoffman Glosser  
Executive Vice President Global Licensing  
725 Fifth Avenue | New York, NY | 10022  
p. 212.715.7293 | f. 212.715.7207 | c. 646.660.3931

cglosser@trumporg.com | trump.com

From: Jonathan Gross  
Sent: Thursday, October 04, 2012 11:19 AM  
To: Cathy Glosser  
Subject: Melania skincare license draft

[REDACTED]

[REDACTED]

Document ID: 0.7.155.8322

From: Amy Steinfeldt </o=trump org/ou=exchange  
administrative group  
(fydibohf23spdlt)/cn=recipients/cn=asteinfeldt>  
To: Cathy Glosser </o=trump org/ou=first  
administrative group/cn=recipients/cn=cglosser>  
Cc:  
Bcc:  
Subject: RE: Melania deal  
Date: Fri Aug 03 2012 15:46:02 EDT  
Attachments: image001.gif  
image002.jpg

---

Sure.

Amy Steinfeldt  
Licensing Coordinator  
725 Fifth Avenue | New York, NY | 10022  
p. 212.836.3248 | f. 212.715.7207

asteinfeldt@trumporg.com | trump.com

---

From: Cathy Glosser  
Sent: Friday, August 03, 2012 3:46 PM  
To: Amy Steinfeldt  
Subject: Fw: Melania deal

Please print for me. Thanks.

Best Regards,

Cathy Hoffman Glosser  
EVP of Global Licensing  
The Trump Organization  
725 Fifth Avenue  
15th Floor  
New York, NY 10022  
P: (212) 715-7293  
F: (212) 715-7207

cglosser@trumporg.com

From: Cathy Glosser  
Sent: Friday, August 03, 2012 03:13 PM  
To: 'scott.matthews@newsunshinellc.com' <scott.matthews@newsunshinellc.com>; 'stephen.hilbert@mhequity.com' <stephen.hilbert@mhequity.com>  
Cc: Melania Trump; Jonathan Gross  
Subject: Re: Melania deal

Scott,  
Thanks for your time on the phone just now. As per our conversation, we are in agreement with an April 15, 2013 launch date. Glad to hear Sephora is high up on the list of retailers and we look forward to hearing an update when available.  
Have a great weekend.

Best Regards,

Cathy Hoffman Glosser  
EVP of Global Licensing  
The Trump Organization  
725 Fifth Avenue  
15th Floor  
New York, NY 10022  
P: (212) 715-7293  
F: (212) 715-7207  
cglosser@trumporg.com

From: Scott Matthews [mailto:Scott.Matthews@newsunshinellc.com]  
Sent: Friday, August 03, 2012 02:56 PM  
To: Cathy Glosser; Steve Hilbert <stephen.hilbert@mhequity.com>  
Cc: Melania Trump; Jonathan Gross  
Subject: RE: Melania deal

Cathy:

I left you a voicemail. Please call me at your convenience. Thanks

Scott Matthews

General Counsel & Executive Director of Branding

6270 Corporate Drive, Suite 250

---

**TRUMP009436**

Page 12 of 81

Indianapolis, IN 46278

Direct: (317) 554-3685

Facsimile: (317) 554-3449

New Sunshine, LLC Divisions: Australian Gold, LLC / Cal Tan, LLC / Designer Skin, LLC /  
Helios, LLC / Sunshine Manufacturing, LLC

From: Cathy Glosser [mailto:cglosser@trumporg.com]  
Sent: Friday, August 03, 2012 12:27 PM  
To: Steve Hilbert; Scott Matthews  
Cc: Melania Trump; Jonathan Gross  
Subject: RE: Melania deal

I just wanted to touch base on my email below. We look forward to hearing your thoughts as soon as possible in order to keep things moving. Thanks and hope you have a great weekend.

Cathy Hoffman Glosser  
Executive Vice President Global Licensing  
725 Fifth Avenue | New York, NY | 10022  
p. 212.715.7293 | f. 212.715.7207 | c. 646.660.3931

cglosser@trumporg.com | trump.com

From: Cathy Glosser  
Sent: Wednesday, August 01, 2012 10:00 AM  
To: Steve Hilbert; 'Scott Matthews'  
Cc: Melania Trump; Jonathan Gross  
Subject: Melania deal

Good morning. I wanted to touch base regarding a couple of business items in the draft we received from you yesterday.

Melania is fine with a "reasonable" quantity of product for her personal use. She is also fine with each personal appearance being between 1-2 hours.

Regarding the initial shipment, based on all that has been discussed and the opportunity to appear on the Celebrity Apprentice, we are not comfortable with your language that you "anticipate" launching in the spring of 2013. We have never used nebulous language such as this in our contracts and really fully expect that you will be launching in the spring. Do you have a sense of the air date for your Apprentice episode? Please let us know your thoughts so that we may define a date for launch and update the draft and get the deal signed as soon as possible.

Thanks very much and we look forward to hearing back from you.

Best,

Cathy

Cathy Hoffman Glosser  
Executive Vice President Global Licensing  
725 Fifth Avenue | New York, NY | 10022  
p. 212.715.7293 | f. 212.715.7207 | c. 646.660.3931

cglosser@trumporg.com | trump.com

This e-mail message, and any attachments to it, are for the sole use of the intended recipients, and may contain confidential and privileged information. Any unauthorized review, use, disclosure or distribution of this email message or its attachments is prohibited. If you are not the intended recipient, please contact the sender by reply email and destroy all copies of the original message. Please note that any views or opinions presented in this email are solely those of the author and do not necessarily represent those of the company. Finally, while the company uses virus protection, the recipient should check this email and any attachments for the presence of viruses. The company accepts no liability for any damage caused by any virus transmitted by this email.

Document ID: 0.7.155.7995

From: Cathy Glosser </o=trump org/ou=first  
administrative group/cn=recipients/cn=cglosser>  
To: Melania Trump </o=trump org/ou=first  
administrative group/cn=recipients/cn=mt>  
Cc:  
Bcc:  
Subject: RE: New Sunshine sell off period  
Date: Fri Jul 20 2012 10:53:48 EDT  
Attachments: image001.png

---

[REDACTED]

Cathy Hoffman Glosser  
Executive Vice President Global Licensing  
725 Fifth Avenue | New York, NY | 10022  
p. 212.715.7293 | f. 212.715.7207 | c. 646.660.3931  
  
cglosser@trumporg.com | trump.com


From: Melania Trump  
Sent: Friday, July 20, 2012 10:52 AM  
To: Cathy Glosser  
Subject: Re: New Sunshine sell off period

[REDACTED]

From: Cathy Glosser  
Sent: Friday, July 20, 2012 10:50 AM  
To: Melania Trump  
Subject: New Sunshine sell off period

Melania,

[REDACTED]



Cathy Hoffman Glosser  
Executive Vice President Global Licensing  
725 Fifth Avenue | New York, NY | 10022  
p. 212.715.7293 | f. 212.715.7207 | c. 646.660.3931

[cglosser@trumporg.com](mailto:cglosser@trumporg.com) | [trump.com](http://trump.com)



Document ID: 0.7.155.7993

From: Melania Trump </o=trump org/ou=first  
administrative group/cn=recipients/cn=mt>  
To: Cathy Glosser </o=trump org/ou=first  
administrative group/cn=recipients/cn=cglosser>  
Cc:  
Bcc:  
Subject: Re: New Sunshine sell off period  
Date: Fri Jul 20 2012 10:51:56 EDT  
Attachments: image001.png

---

[REDACTED]

From: Cathy Glosser  
Sent: Friday, July 20, 2012 10:50 AM  
To: Melania Trump  
Subject: New Sunshine sell off period

Melania,

[REDACTED]

[REDACTED]

Cathy Hoffman Glosser  
Executive Vice President Global Licensing  
725 Fifth Avenue | New York, NY | 10022  
p. 212.715.7293 | f. 212.715.7207 | c. 646.660.3931  
  
cglosser@trumporg.com | trump.com

Best, MT

Sent from my iPhone

On Jul 2, 2012, at 8:30 PM, "Cathy Glosser" <cglosser@trumporg.com> wrote:

Melania,

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]



Thanks very much.

<image001.png>

Cathy Hoffman Glosser  
Executive Vice President Global Licensing  
725 Fifth Avenue | New York, NY | 10022  
p. 212.715.7293 | f. 212.715.7207 | c. 646.660.3931

cglosser@trumporg.com | trump.com

Document ID: 0.7.155.29585

From: Melania Trump </o=trump org/ou=first administrative group/cn=recipients/cn=mt>  
To: Cathy Glosser </o=trump org/ou=first administrative group/cn=recipients/cn=cglosser>  
Cc:  
Bcc:  
Subject: Re:  
Date: Mon Apr 23 2012 13:10:38 EDT  
Attachments:

---

[REDACTED]  
Thank you!  
Best,  
Melania

----- Original Message -----

From: Cathy Glosser  
Sent: Monday, April 23, 2012 01:05 PM  
To: Melania Trump  
Subject: RE:

Melania,

Thanks so much!  
I hope all is well with you. [REDACTED]  
[REDACTED]

Cathy Hoffman Glosser  
Executive Vice President Global Licensing  
725 Fifth Avenue | New York, NY | 10022  
p. 212.715.7293 | f. 212.715.7207 | c. 646.660.3931  
cglosser@trumporg.com | trump.com

-----Original Message-----

From: Melania Trump  
Sent: Monday, April 23, 2012 1:03 PM  
To: Cathy Glosser  
Subject:

Cathy,  
You look fantastic and did great job last night!  
Best,  
Melania

Document ID: 0.7.155.29550

From: Melania Trump </o=trump org/ou=first  
administrative group/cn=recipients/cn=mt>  
To: Cathy Glosser </o=trump org/ou=first  
administrative group/cn=recipients/cn=cglosser>  
Cc:  
Bcc:  
Subject: Re: New Sunshine  
Date: Wed Feb 29 2012 14:38:51 EST  
Attachments: image001.png

---

Ok. Thx!

From: Cathy Glosser  
Sent: Wednesday, February 29, 2012 02:38 PM .  
To: Melania Trump  
Cc: Jonathan Gross  
Subject: RE: New Sunshine

Terrific. We will give you a call then. Thanks!

Cathy Hoffman Glosser  
Executive Vice President Global Licensing  
725 Fifth Avenue | New York, NY | 10022  
p. 212.715.7293 | f. 212.715.7207 | c. 646.660.3931

cglosser@trumporg.com | trump.com

From: Melania Trump  
Sent: Wednesday, February 29, 2012 2:38 PM  
To: Cathy Glosser  
Cc: Jonathan Gross  
Subject: Re: New Sunshine

Cathy, yes I am free at 11am. At # 212.832 0131.  
Thank you!  
Best,  
Melania

From: Cathy Glosser  
Sent: Wednesday, February 29, 2012 02:36 PM  
To: Melania Trump  
Cc: Jonathan Gross  
Subject: New Sunshine

Melania,

Would you be free to speak with me and Jonathan tomorrow morning at 10:30 or 11AM about outstanding matters on the New Sunshine deal?

Please let us know. Thanks very much.

Cathy Hoffman Glosser  
Executive Vice President Global Licensing  
725 Fifth Avenue | New York, NY | 10022  
p. 212.715.7293 | f. 212.715.7207 | c. 646.660.3931

[cglosser@trumporg.com](mailto:cglosser@trumporg.com) | [trump.com](http://trump.com)

Document ID: 0.7.155.6773

From: Amy Steinfeldt </o=trump org/ou=exchange administrative group (fydibohf23spdl)/cn=recipients/cn=asteinfeldt>  
To: Hicks, Robert <rhicks@taftlaw.com>; Jonathan Gross </o=trump org/ou=first administrative group/cn=recipients/cn=jgross>; Scott Matthews <scott.matthews@newsunshinellc.com>  
Cc: Alexis Robinson </o=trump org/ou=first administrative group/cn=recipients/cn=arobinson>  
Bcc:  
Subject: RE: Melania  
Date: Wed Feb 22 2012 14:40:06 EST  
Attachments: image001.gif  
image002.gif  
image003.jpg  
image004.jpg  
image005.jpg

---

Great, I will forward new details to all. Thanks for switching the day.

Amy Steinfeldt  
Licensing Coordinator  
725 Fifth Avenue | New York, NY | 10022  
p. 212.836.3248 | f. 212.715.7207

asteinfeldt@trumporg.com | trump.com

---

From: Hicks, Robert [mailto:RHicks@taftlaw.com]  
Sent: Wednesday, February 22, 2012 2:38 PM  
To: Amy Steinfeldt; Jonathan Gross; Scott Matthews  
Cc: Alexis Robinson  
Subject: RE: Melania

Perfect

Taft /

Robert J. Hicks / Partner  
Taft Stettinius & Hollister LLP  
One Indiana Square, Suite 3500  
Indianapolis, Indiana 46204-2023  
Tel: 317.713.3500 • Fax: 317.713.3699  
Direct: 317.713.3465 • Cell: 317.997.7779  
www.taftlaw.com / RHicks@taftlaw.com

---

From: Amy Steinfeldt [mailto:asteinfeldt@trumporg.com]  
Sent: Wednesday, February 22, 2012 2:39 PM  
To: Jonathan Gross; Hicks, Robert; Scott Matthews  
Cc: Alexis Robinson  
Subject: RE: Melania

Great, if this works for Robert I will send out a new meeting invite to all with a conference call number.

Thanks!

Amy Steinfeldt  
Licensing Coordinator  
725 Fifth Avenue | New York, NY | 10022  
p. 212.836.3248 | f. 212.715.7207

asteinfeldt@trumporg.com | trump.com

---

From: Jonathan Gross  
Sent: Wednesday, February 22, 2012 2:37 PM  
To: Amy Steinfeldt; Hicks, Robert; Scott Matthews  
Cc: Alexis Robinson  
Subject: RE: Melania

10am is fine for me.



Jonathan E. Gross  
Assistant General Counsel  
The Trump Organization

725 Fifth Avenue | New York, NY | 10022  
p. 212.836.3251 | f. 212.836.3202

jgross@trumporg.com | trump.com

---

From: Amy Steinfeldt  
Sent: Wednesday, February 22, 2012 2:35 PM  
To: Hicks, Robert; Jonathan Gross; Scott Matthews  
Cc: Alexis Robinson  
Subject: RE: Melania

Cathy is also tied up from 11:00am to 1:30pm. Does 10:00am work for all, if not I suggest moving this to Friday?

Thanks,

Amy

Amy Steinfeldt  
Licensing Coordinator  
725 Fifth Avenue | New York, NY | 10022  
p. 212.836.3248 | f. 212.715.7207

asteinfeldt@trumporg.com | trump.com

From: Hicks, Robert [mailto:RHicks@taftlaw.com]  
Sent: Wednesday, February 22, 2012 2:32 PM  
To: Jonathan Gross; Scott Matthews  
Cc: Amy Steinfeldt; Cathy Glosser; Alexis Robinson  
Subject: RE: Melania

I can do it except from 2 until 4. So, it looks like we are blocked out between 2 and 5.

Taft /

Robert J. Hicks / Partner  
Taft Stettinius & Hollister LLP  
One Indiana Square, Suite 3500  
Indianapolis, Indiana 46204-2023  
Tel: 317.713.3500 • Fax: 317.713.3699  
Direct: 317.713.3465 • Cell: 317.997.7779  
www.taftlaw.com / RHicks@taftlaw.com

---

From: Jonathan Gross [mailto:jgross@trumporg.com]  
Sent: Wednesday, February 22, 2012 2:32 PM  
To: Scott Matthews; Hicks, Robert  
Cc: Amy Steinfeldt; Cathy Glosser; Alexis Robinson  
Subject: RE: Melania

Unfortunately I am told Cathy is not feeling well and won't be able to participate today, so we will need to reschedule for tomorrow.

Amy, can you please coordinate a time as Alex is out today. I can do it anytime except between 4 and 5.

Jonathan E. Gross  
Assistant General Counsel  
The Trump Organization

725 Fifth Avenue | New York, NY | 10022

p. 212.836.3251 | f. 212.836.3202

jgross@trumporg.com | trump.com

---

From: Scott Matthews [mailto:Scott.Matthews@newsunshinellc.com]  
Sent: Tuesday, February 21, 2012 3:29 PM  
To: Jonathan Gross; 'Hicks, Robert'  
Subject: RE: Melania

Works for me

From: Jonathan Gross [mailto:jgross@trumporg.com]  
Sent: Tuesday, February 21, 2012 3:12 PM  
To: Scott Matthews; 'Hicks, Robert'  
Subject: RE: Melania

Let's do it at 3pm NY time tomorrow. Please confirm that time works.

Jonathan E. Gross  
Assistant General Counsel  
The Trump Organization

725 Fifth Avenue | New York, NY | 10022  
p. 212.836.3251 | f. 212.836.3202

jgross@trumporg.com | trump.com

---

From: Scott Matthews [mailto:Scott.Matthews@newsunshinellc.com]  
Sent: Tuesday, February 21, 2012 11:24 AM  
To: 'Hicks, Robert'; Jonathan Gross

Subject: RE: Melania

Anytime tomorrow works for me . Thanks

Scott

From: Hicks, Robert [mailto:RHicks@taftlaw.com]  
Sent: Tuesday, February 21, 2012 11:17 AM  
To: Scott Matthews  
Subject: FW: Melania

11:30 doesn't work for me but I could be free any time tomorrow.

Taft /

Robert J. Hicks / Partner  
Taft Stettinius & Hollister LLP  
One Indiana Square, Suite 3500  
Indianapolis, Indiana 46204-2023  
Tel: 317.713.3500 • Fax: 317.713.3699  
Direct: 317.713.3465 • Cell: 317.997.7779  
www.taftlaw.com / RHicks@taftlaw.com

Internal Revenue Service Circular 230 Disclosure: As provided for in Treasury regulations, advice (if any) relating to federal taxes that is contained in this communication (including attachments) is not intended or written to be used, and cannot be used, for the purpose of (1) avoiding penalties under the Internal Revenue Code or (2) promoting, marketing or recommending to another party any transaction or matter addressed herein.

This message may contain information that is attorney-client privileged, attorney work product or otherwise confidential. If you are not an intended recipient, use and disclosure of this message are prohibited. If you received this transmission in error, please notify the sender by reply e-mail and delete the message and any attachments.

### ### ###

---

From: Jonathan Gross [mailto:jgross@trumporg.com]  
Sent: Tuesday, February 21, 2012 11:17 AM  
To: Scott Matthews; Hicks, Robert  
Subject: RE: Melania

It looks like the only time that would work today for the three people on my end would be 11:30 NY time (15 minutes from now). Sorry for the last minute on that. If that time does not work for you today, what times would work tomorrow?

Jonathan E. Gross  
Assistant General Counsel  
The Trump Organization

725 Fifth Avenue | New York, NY | 10022  
p. 212.836.3251 | f. 212.836.3202

jgross@trumporg.com | trump.com

---

From: Scott Matthews [mailto:Scott.Matthews@newsunshinellc.com]  
Sent: Monday, February 20, 2012 6:57 PM  
To: Jonathan Gross  
Subject: Re: Melania

Sorry. Intellectual property

Sent from my iPhone

On Feb 20, 2012, at 6:51 PM, "Jonathan Gross" <jgross@trumporg.com> wrote:

I will see if they are available. Did you mean IT as in computer/information technology or did you mean intellectual property?

---

Jonathan E. Gross  
Assistant General Counsel  
The Trump Organization  
725 Fifth Avenue  
New York, NY 10022  
(o) (212) 836-3251  
(f) (212) 836-3202  
JGross@TrumpOrg.com

---

From: Scott Matthews [mailto:Scott.Matthews@newsunshinellc.com]  
Sent: Monday, February 20, 2012 05:49 PM  
To: Jonathan Gross  
Cc: Hicks, Robert <RHicks@taftlaw.com>  
Subject: Melania

Jonathan,

Do you have time tomorrow to have a call with me and Bob Hicks, our outside counsel, to discuss the contract. We thought talking through some of these issues would be beneficial. Would need Cathy and probably your IT guy.

Scott Matthews  
General Counsel

<image001.jpg>

6270 Corporate Drive, Suite 250

Indianapolis, IN 46278

Direct: (317) 554-3685

Facsimile: (317) 554-3449

New Sunshine, LLC Divisions: Australian Gold, LLC / Cal Tan, LLC / Designer Skin, LLC /

Helios, LLC / Sunshine Manufacturing, LLC

This e-mail message, and any attachments to it, are for the sole use of the intended recipients, and may contain confidential and privileged information. Any unauthorized review, use, disclosure or distribution of this email message or its attachments is prohibited. If you are not the intended recipient, please contact the sender by reply email and destroy all copies of the original message. Please note that any views or opinions presented in this email are solely those of the author and do not necessarily represent those of the company. Finally, while the company uses virus protection, the recipient should check this email and any attachments for the presence of viruses. The company accepts no liability for any damage caused by any virus transmitted by this email.



Document ID: 0.7.155.6021

From: Aimee Preston </o=trump org/ou=first administrative group/cn=recipients/cn=apreston>  
To: Cathy Glosser </o=trump org/ou=first administrative group/cn=recipients/cn=cglosser>  
Cc: Melania Trump </o=trump org/ou=first administrative group/cn=recipients/cn=mt>  
Bcc:  
Subject: Re: New Sunshine  
Date: Mon Sep 26 2011 14:45:01 EDT  
Attachments: image001.gif  
image002.gif

---

Will do.

Thanks!

Aimee Preston  
Executive Assistant to Mrs. Melania Trump  
725 5th Ave 15th Floor New York, New York 10022  
apreston@trumporg.com  
www.facebook.com/melaniatrump

---

From: Cathy Glosser  
To: Aimee Preston  
Cc: Melania Trump  
Sent: Mon Sep 26 14:43:21 2011  
Subject: RE: New Sunshine

He said he didn't receive anything so if you could send again that would be great. Can you please cc me as well? Thanks.

Cathy Hoffman Glosser  
Executive Vice President Global Licensing  
725 Fifth Avenue | New York, NY | 10022  
p. 212.715.7293 | f. 212.715.7207 | c. 646.660.3931  
  
cglosser@trumporg.com | trump.com

---

From: Aimee Preston



---

From: Allen Weisselberg  
Sent: Wednesday, September 14, 2011 10:34 AM  
To: Melania Trump  
Cc: Cathy Glosser; Jonathan Gross  
Subject: Re: Steve Hilbert update

I like 25 and 15

On Sep 14, 2011, at 10:08 AM, "Melania Trump" <mt@trumporg.com> wrote:

Thx!  
What do you think about 20% royalty 20% company? Thx!

---

From: Cathy Glosser  
To: Melania Trump; Allen Weisselberg  
Cc: Jonathan Gross  
Sent: Wed Sep 14 09:52:46 2011  
Subject: Steve Hilbert update

I just heard from Steve and he has presented a few options to consider.

- 1.30% royalty only deal (defined as gross less returns only)
- 2.20% royalty and 20% of the company
- 3.25% royalty and 15% of the company
- 4.15% royalty and 25% of the company

Steve said that at least initially, they plan on reinvesting the cash that is made into the company to help advertise, promote and grow the business.

In regards to an advance, I pushed Steve on this and he really does not want to pay anything. He said that any of the above options are more generous than another company would offer.

Please let me know your thoughts so that I may get back to Steve. Thank you.

<image001.gif>

---

Document ID: 0.7.155.5593

From: Melania Trump </o=trump org/ou=first  
administrative group/cn=recipients/cn=mt>  
To: Cathy Glosser </o=trump org/ou=first  
administrative group/cn=recipients/cn=cglosser>  
Cc:  
Bcc:  
Subject: Re: Steve Hilbert  
Date: Tue Sep 13 2011 11:15:09 EDT  
Attachments: image002.gif

---

Thank you!

---

From: Cathy Glosser  
To: Melania Trump  
Sent: Tue Sep 13 11:14:09 2011  
Subject: Steve Hilbert

Melania,

Allen thinks it is important for you to get some equity in the deal. If there is great success then you will benefit from the sale of the company. I spoke with Steve again and he understands and is coming back to me with updated numbers.

In regards to an advance, Steve indicated that when he spoke with Donald about a possible advance it was in regards to a straight royalty only deal, not a split equity/royalty deal. I plan on speaking further with Steve about this but think we need to get through the first point we are working on and then we can revisit.

I will update you as soon as I receive more information. Thanks.

Cathy Hoffman Glosser  
Executive Vice President Global Licensing  
725 Fifth Avenue | New York, NY | 10022  
p. 212.715.7293 | f. 212.715.7207 | c. 646.660.3931

cglosser@trumporg.com | trump.com

Document ID: 0.7.155.5590

From: Allen Weisselberg </o=trump org/ou=first  
administrative group/cn=recipients/cn=weisselberg>  
To: Cathy Glosser </o=trump org/ou=first  
administrative group/cn=recipients/cn=cglosser>  
Cc:  
Bcc:  
Subject: RE: Steve Hilbert  
Date: Tue Sep 13 2011 10:00:14 EDT  
Attachments: image001.gif

---

This takes away Melania's ability to receive any of the upside derived from the sale of the company. I believe Donald and I as well think this company could have value someday and it would be nice to see if Melania could share in that upside potential. .Can you go back and try to get between 15 and 20 percent royalty and 25 % of net profits both from operations as well as from the sale etc. of the company?

Allen Weisselberg  
Executive Vice-President/Chief Financial Officer

725 Fifth Avenue | New York, NY | 10022  
p. 212.715.7224 | f. 212.832.5396

weisselberg@trumporg.com | trump.com

---

From: Cathy Glosser  
Sent: Tuesday, September 13, 2011 9:34 AM  
To: Melania Trump; Allen Weisselberg  
Cc: Jonathan Gross  
Subject: Steve Hilbert

I heard from Steve with an update and he thinks the simplest way of structuring this deal is to do a straight licensing deal. He is willing to offer Melania a 30% royalty which would be defined as the wholesale price minus returns only.

Please confirm if this works and we can get going on drafting an agreement.